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# NEXT-GENERATION TECHNOLOGIES FOR MILITARY AND PUBLIC SAFETY MISSIONS

DEFSEC Technologies Inc. (NASDAQ & TSXV: DFSC)

July 22, 2025

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# IN BRIEF



## Our mission

We're committed to building long-term sustainable value by commercializing proprietary technologies aligned with the modernization of NATO and partner nations and public safety agencies around the world to advance **safety, survivability** and **effectiveness**.

## Defense Focus

- Pursuing strategic contracts with military end users and prime defense contractors that increase competence in the command and control and situational awareness software used by the U.S. military and its allies
  - Plus, strategic purpose-driven hardware solutions built to integrate with those software systems
  - Commercial Off The Shelf (COTS), ITAR-free technology

## Public Safety Focus

- Applying the same military-grade technology with similar capabilities to the global public safety market
  - Products that are used by law enforcement and public safety agencies for situational awareness

## Technology Synergies

- Core digitization technologies
  - with cross-over application from the military market to the public safety market

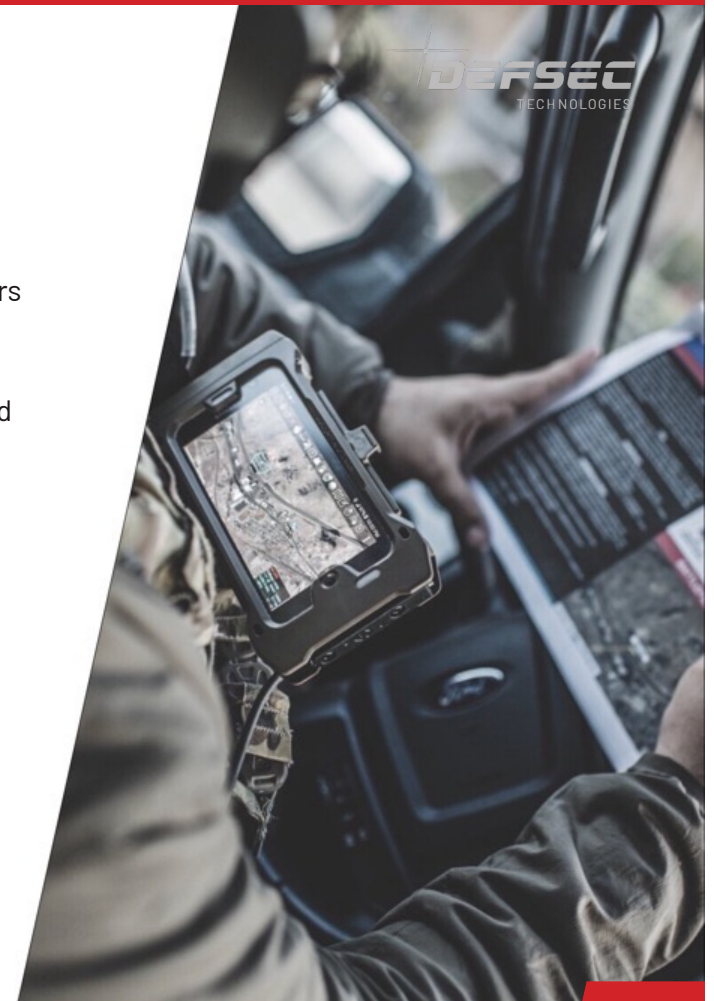
# INTRODUCTION

## Leadership

We are a team of accomplished industry executives with a track record of previous notable private and public company ventures that commercialized niche, high-value defense technologies that went on to succeed in their respective niche markets. We've been there and done it before with strategies that work, including a nose for winning technologies, strong partnerships with prime defense contractors, an outsourced manufacturing model for agility and strong operating leverage, and a focus on potential recurring revenue streams.

## Ahead

We're on our way, with technologies that have attracted strategic industry partners and with first pathfinding sales in North America and overseas. We're in an enduring industry at a time of heightened geopolitical tensions.



# LEADERSHIP

## David E. Luxton

### Chairman

David Luxton is a recognized entrepreneur in the defense and security industry. He was an infantry officer and senior official with the Canadian and British governments before establishing [Simunition](#), which became the world leader in simulated munitions for close quarters combat training. He also led the build-out of [Allen-Vanguard](#) and remained Chairman until Oct 2021. He is former Chairman and CEO of United Tactical Systems, world leader in non-lethal munitions ([pepperball.com](#)).

## Harry Webster

### Chief Operating Officer

Harry Webster is an experienced aerospace and defence leader. He most recently served as Director of Programs at DRS, overseeing all engineering development and manufacturing programs. With over 20 years of experience in roles spanning engineering development to executive leadership, Harry's career has been built on leading organizations to achieve great business outcomes in the execution of complex engineering projects for platforms such as Canadarm3 at MDA and the Canadian CH-148 Maritime Helicopter Program at General Dynamics Mission Systems. Harry holds advanced degrees in Business Administration and Engineering, and licenses as a Professional Engineer and Project Management Professional.

## General (Retired) Rick Hillier

### Board Member and Former Canadian Chief of Defence Staff

As the former Canadian Chief of the Defence Staff, General Hillier held Canada's highest-ranking position in the Canadian Forces from February 4, 2005, to July 1, 2008. Among his many military career highlights, he oversaw Canada's mission in Afghanistan and was a strong and effective advocate for modernized equipment in support of the mission. General Hillier previously served as international advisor to DEFSEC Technologies and on December 6, 2023, he joined DEFSEC's Board of Directors and chairs the Company's Strategic Planning Committee.

## Sean Homuth

### President and Chief Executive Officer

Sean Homuth is a senior financial executive with more than 20 years of experience working with both Canadian and U.S. public companies across a broad range of industries. He has experience with a variety of financing (equity, debt, royalty) and M&A transactions. Since 2008, he has spent the majority of his time in various senior executive roles with emerging companies. Sean is a Chartered Professional Accountant (CPA, CA Ontario) and a Certified Public Accountant (Illinois) and was named to Ottawa Business Journal's Forty Under 40 in 2011.

## Jennifer Welsh

### Chief Financial Officer and Chief Compliance Officer

Jennifer has over 20 years of experience, including 18+ years with Canadian public companies. She was VP Finance at Indiva for SNDL Inc. – a NASDAQ listed company – and previously the founding CFO of Indiva Limited, helping it grow into Canada's leading cannabis edibles producer. There, she led key financing transactions, brand licensing, and manufacturing operations. Before Indiva, she was Corporate Controller of a TSX-listed mining company. Jennifer is a Chartered Professional Accountant (CPA, CA Ontario), holds a B.Comm. from Carleton University in Ottawa, and was named to Ottawa Business Journal's Forty Under 40 in 2020.

## James Yersh

### Audit Committee Chair

James has 20+ years of senior executive experience in finance, administration, and go-to-market roles with SaaS and technology companies. He is currently Chief Revenue Officer, Senior Care, at PointClickCare – leading customer experience, operations, and sales. Previously, he was CFO at multiple technology companies including PointClickCare, Mitel, BlackBerry, and KORE Wireless – supporting major transitions like BlackBerry's transition to software-based product suites as a public company. He also held senior finance roles at eSentire, Cognos, and Deloitte. James is a Fellow Chartered Professional Accountant (FCPA, FCA Ontario).



# LEVERAGING OUR CORE DIGITIZATION TECHNOLOGIES AND CAPABILITIES

## MILITARY MARKET

### ATAK-enabled KWESST products



Fire control



Laser detection

Multi-year software development contracts with defense partners, for a base of recurring revenue

- Canadian Department of Defense task-based contracts worth up to CAD \$27M over 5 years, plus option years, and CAD \$48M over 6 years, plus option years, respectively.

## PUBLIC SAFETY MARKET

### TAK-enabled KWESST products



SaaS situational awareness offering as a service



Observation & sniper scopes cameras

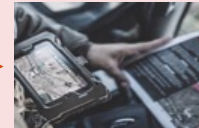
TAK-enablement projects for law enforcement and emergency management and response agencies

- Ground Search And Rescue (GSAR) contract for Public Safety Canada
- TAK training for police forces, relief organizations

ATAK enablement for **real-time shared situational awareness** for soldiers and military assets



COMMON A/TAK  
DIGITIZATION  
TECHNOLOGY



TAK enablement for **real-time shared situational awareness** for law enforcement and emergency response agencies

**Foundational:** Android Team Awareness Kit ("ATAK" for military users, "TAK" for law enforcement and emergency response)



# FLAGSHIP PRODUCT – KWESST LIGHTNING™



## Problem

**Law enforcement lack modern situational awareness tools**

- Coordination among responding officers (and between police agencies) on high-risk missions (active shooter, public order, high profile public events) is difficult and slow with current tools;
- Lack of coordination and slower response times lead to negative headlines and, in many cases, unnecessary loss of life;
- Law enforcement radio communications are not secure;
- Law enforcement lack the capital budgets required to implement new tools on an enterprise scale.



## Solution

**KWESST Lightning™ – A new SaaS-based service for modern continuous shared situational awareness on any smart device for coordinated critical incident response**

- No hardware or software to purchase or maintain;
- Lightning-fast onboarding and deployment with instant operability between different agencies and communications systems;
- Real-time situational awareness incorporating data and image feeds from any source including video from drones, surveillance and sniper scopes, or other smart devices;
- Custom tools tailored to specific missions such as ground search and rescue and high-risk sniper/surveillance operations using our proprietary GSAR and T-SAS (TAK-enabled Sniper and Surveillance System) tools;
- Military-grade solution for law enforcement bringing to bear KWESST experience in delivering digitization solutions for the Canadian Military;
- Initial commercial launch anticipated late 2025.



# FLAGSHIP PRODUCT – KWESST LIGHTNING™



## Addressable Market

In the United States alone there are **more than 1 million law enforcement officers<sup>1</sup> in approximately 17,500 agencies<sup>1</sup>** plus, an equivalent number of fire, EMS, and disaster response plus;

- with the Company's preliminary conservative pricing model, **every one percent** of the United States law enforcement; market alone could represent between **\$4M - \$5M** in annual recurring revenue<sup>2</sup>;
- The Company's anticipated pricing would represent less than **0.3%** of the average annual government spend on law enforcement officers in the U.S.<sup>2</sup>;
- SaaS-based businesses typically realize a higher enterprise value as a multiple of recurring revenues.

## Strategy

KWESST is seeding the market now among influential bluechip agencies by offering the subscription to a limited group ahead of completion and release of the full commercial product, to drive adoption and allow us to determine further requirements for the most compelling initial offering and prove out our pricing model. The Company will determine its commercial release timing and content based on this critical feedback. This will also enable KWESST to:

- leverage the credibility of key agencies as well as the credibility of KWESST's military contracts for TAK digitization, and work with them on a pre-FMA basis to further tailor the product to their requirements; and
- leverage KWESST's direct relationships with law enforcement agencies through its other law enforcement product lines.

The Company will also engage with channel partners already selling IT services and solutions to law enforcement, especially channel partners already familiar with selling SaaS based solutions, for rapid and economic acceleration of customer acquisition.

(1) Based on 2019 data from USAfacts.org - <https://usafacts.org/articles/police-departments-explained/>

(2) Based on 2019 data from USAfacts.org - Average spend per police officer of \$192,940 (2019) - <https://usafacts.org/articles/police-departments-explained/>



# PUBLIC SAFETY PHYSICAL PRODUCTS

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## LESS-LETHAL MUNITIONS PRODUCTS – ARWEN™

### ARWEN 37mm Acquisition and Potential Break-Out Strategy with 40mm

- Acquired December 2021
- Long-established product line with 40-year heritage
- Used for public order and high-risk arrests by tactical teams
- Media coverage of safe conclusion to incidents, including trucker protests, Ottawa, Canada, 2022

### New // Introduction of 40mm ARWEN Cartridges

- ARWEN 37mm cartridge reputed for reliability and performance of its non-lethal cartridges vs. third-party 40mm systems
- New ARWEN 40mm, designed for ubiquitous third-party firing platforms, achieves same performance advantages as ARWEN 37mm and can disruptively target the mainstream global market for non-lethal 40mm cartridges
- Ramp-up for stateside third-party high quantity manufacturing of 40mm baton round underway



New  
ARWEN 40mm  
non-lethal cartridge



# AND, A NEW, LESS-LETHAL MUNITIONS SYSTEM – **PARA OPS™**

## Application to All Less-lethal Missions



Public order operations



Prison cell extractions



Subjugation of suspects



Dangerous animal control



High-risk arrests



Personal and home defense

## Breakthrough Patented Technology & Deep Domain Expertise

### A next-generation replacement for most “less-lethal” systems on the market today

- A truly less-lethal, low-energy cartridge-based system that fires from a dedicated device that can resemble a TV remote control, a flashlight or a replica firearm, depending on the mission
- Firing platforms fire **only** ParaOPS™ cartridges
- Unique cartridge/projectile design generates spin to stabilize a soft polymer projectile for accuracy over distance
- Projectile payloads can be solid slug or inert powder (for practice and training), and pepper powder or pepper gel for operational use

### Low-energy cartridge and soft projectile



### Firing platforms



Pro 1



Pro 5

Razor-razor blade model, book-and-ship business, for public safety agencies, military and gun owners.

**PARA OPS** PATENTED LOW ENERGY CARTRIDGE SYSTEM

# FINANCIALS AND OUTLOOK

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## KEY BALANCE SHEET DATA AND CAP TABLE



(in CAD\$)	As at March 31, 2025
Cash	\$4,408,844
Working capital	\$4,888,293
Long-term debt	\$0

	As at May 15, 2025
Common shares	667,706
Warrants	368,348
Pre-funded warrants	723
Warrant liabilities	45,427
U.S. Underwriter warrants	32,482
Stock options	1,057
<b>Total common shares and dilutive securities</b>	<b>1,115,743</b>

# OUTLOOK

*Strong revenue growth with +250% 1H 25vs24 increase to annualized revenue of CAD + \$4.3M at Q2 25<sup>1</sup>*

## Defense

- Continued ramp-up of awarded CAD \$136M DSEF joint venture contract with Thales and Akkodis under 5-year DND contract (underway)
  - KWESST portion up to CAD \$27M over 5 years, plus additional option years
- Continued ramp-up of sub-contract with Thales, contract for larger multi-year military contract with NATO nation
  - KWESST portion up to CAD \$48M over initial 6 years, plus option years
- Together, visibility on up to CAD \$75M under task-based programs over the next 5-6 years
  - Plus, option years

## Public Safety

- Completion of Ground Search And Rescue (GSAR) contract for national public safety agency
  - Plus, additional internally developed mission modules to catalyze Lightning™ real-time shared situational awareness app for critical incidents, with recurring SaaS revenue model
- Expansion of ARWEN book-and-ship business
  - Driven by scale-up, new 40mm cartridge and higher expected demand driven by increased incidents of civil unrest and public disorder
- Continued market development for ParaOPS™ with first sales to civilian market(s)

<sup>1</sup> See earnings release dated March 16, 2025





## KEY ATTRIBUTES

- Stable long-term **high-growth global industry**.
- Seasoned management with a **proven track record of success**.
- Strong go-to-market **industry partnerships with prime defense contractors**.
- Extensive **IP portfolio**.
- Scalable outsourced manufacturing model for **operating leverage**.
- Product and customer base **diversified** geographically.
- Pursuing –and winning– base contracts with **multi-year revenue visibility**.
- Focused on sources of **recurring revenue**.

Building an enduring high-value global business over time.





# THANK YOU

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